

Chroma Technology VEGI Testimony

February 8, 2023

**Newell Lessell
CEO**

Outline

- **About Chroma**
- **VEGI Need**
- **Performance to Target**
- **Impact for Chroma**

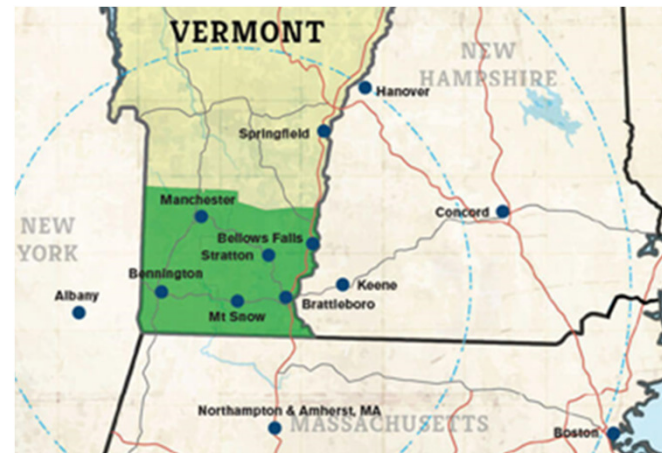
About Chroma

- **Leading Manufacturer of Optical Filters**
- **100% Employee Owned**
- **100% of Manufacturing in Vermont**
- **Worldwide Customer Base**
- **High Tech, High Quality Jobs**



VEGI Need

- **Facility Expansion to support anticipated growth**
- **Cost of planned construction would exceed market value of property once complete**
- **Various Private and Public Funds, Including VEGI, Needed to make Project Feasible**



Employment and Payroll Growth (2016 to 2020)

New Employees Commitment	Net New Employees Actual	New Payroll Commitment	Actual Annualized Payroll for New Hires In Year
21	50	\$1,145,000	\$3,751,986

- **Achieved 238% of Employment Target**
- **Achieved over 300% of New Hire Payroll Target**
- **From 2016 to 2021 total payroll (including profit sharing) increased \$9 million**

Quality Job Creation

Variety of Jobs Created

- **Entry Level Workers**
- **Customer Service**
- **Machinists**
- **Machine Operators**
- **Maintenance**
- **Engineers**

Quality Jobs Created

- **Living Wage (\geq \$45k)**
- **Top Notch Health Insurance**
- **401k w/6% employer *contribution***
- **Stock Profit Sharing**
- **Cash Profit Sharing**

Capital Investment

Target: \$19.9 million

Actual: \$21.6 million

- **Expansion of Building**
- **Acquisition of New Equipment**

Building Expansion

U.S. headquarters and manufacturing facility expansion was completed in May 2018, improving manufacturing flow and environmental conditions. This almost double the facility, adding **25,000 ft²**.



Thank You